

# Communiqué

## IN PRINT

Robert Reilly, firm managing director, authored two articles that were published in the March/April 2016 issue of the *Pennsylvania Family Lawyer*.

Robert's first article was "Distinguishing Personal Goodwill from Entity Goodwill in the Valuation of a Closely Held Corporation." Robert's second article was "Closely Held Business Goodwill Valuation Approaches and Methods."

Robert Reilly also authored an article that was published in the March/April 2016 issue of *Construction Accounting and Taxation*. The title of Robert's article was "Selling Employee/Shareholder Transition Period Payments after the Construction Company Acquisition."

Robert Reilly also authored an article that was published in the Winter 2016 issue of the *Practical Tax Lawyer*. The title of Robert's article was "What Lawyers Need to Know about Distinguishing Personal Goodwill from Entity Goodwill in the Closely Held Company Valuation."

Robert Reilly also authored a two-part article that was published in *Financial Valuation and Litigation Expert (FVLE)*. The title of Robert's two-part article was "Valuation of Health Care Entity Transactions." Part one appeared in the February/March 2016 *FVLE* issue, and part two appeared in the April/May 2016 *FVLE* issue.

Robert Reilly also authored an article that was published in the first quarter 2016 issue of the on-line publication *Transaction Advisors*. The title of Robert's article was "Distinguishing Personal Goodwill from Entity Goodwill in the Closely Held Company Acquisition."

Robert Reilly also authored an article that was published in the March/April 2016 issue of *Valuation Strategies*. The title of Robert's article was "Intangible Asset Valuation Process."

Robert Reilly also authored an article that was published in the January/February 2016 issue of *Construction Accounting and Taxation*. The title of Robert's article was "Distinguishing Personal Goodwill from Entity Goodwill in the Valuation of a Construction Company."

Robert Reilly also authored chapter 12 in the 2016 edition of the textbook *Intellectual Property Due Diligence in Corporate Transactions: Investment, Risk Assessment, Management*. The title of Robert's chapter is "Valuation of Intellectual Property Assets."

## IN PERSON

Robert Reilly will deliver three presentations to the Chartered Accountants of Australia and New Zealand on September 12 and 13, 2016, in Melbourne, Australia.

Robert will first deliver the keynote address. That presentation is entitled "The Benefits of Professional Standards for Chartered Accountant Valuation Specialists."

Robert's second presentation will be at the conference dinner. That presentation is entitled "If I Could Do It All Over Again (What Would I Change?)."

Robert's third presentation will be at a post-conference valuation specialist workshop. That presentation is entitled "Intangible Asset Valuation Approaches, Methods, and Procedures."

Kevin Zanni, a director in the Chicago office, will deliver a presentation at the National Association of Certified Valuators and Analysts (NACVA) Financial Consultants' Super Conference in Las Vegas on December 7, 2016. The topic of Kevin's presentation will be "A Step-by-Step Guide to Applying a Quantitative Method to Support the Discount for Lack of Marketability Selection."

Fady Bebawy, Chicago office vice president, delivered a presentation on April 16, 2016, at the ACTEC 2016 Ohio Fellows Meeting. The topic of Fady's presentation was "Valuation: Beyond the Basics—The Five Marketability Forces and the IRS Job Aid on S Corporations."

Weston Kirk, manager in the Atlanta office, delivered a presentation on March 5, 2016, in Atlanta, Georgia, at Georgia State University to the honors track in finance. The topic of Weston's presentation was "Business Valuation Approaches, Methods, and Analyses."